

*you should be
Here*



MONTANA MEANS BUSINESS



Recent rankings show that Montana is a business-friendly location

- ★ 4th least costly state in which to do business.
- ★ 12th lowest local and state tax burden.
- ★ 9th best tax structure for business.
- ★ 5th fastest growing economy over the past 3 years

Montana is rich with beauty and recreational opportunities, but we're much more than a pretty face. You already know why people choose the "good life" here—stunning landscapes, unrivaled outdoor recreation, small-town simplicity, abundant wildlife, and a vibrant quality of life rich in wild-west traditions.

Montana holds plenty of opportunities for just about any type of business. Our cities and towns are safe and clean, our workers are educated and ambitious, the communications and transportation infrastructure are first-rate, and most importantly, Montana is open for business.

Montana's Governor Brian Schweitzer knows that when Montana businesses succeed, we all win. After a career as a rancher, scientist, and self-made international businessman, Governor Schweitzer's

forward-thinking, entrepreneurial spirit is driving the way business is done in Montana. Our regulations and tax policies are some of the most business-friendly in the nation because they are practical and based on common sense.

When you consider all the exciting things we offer, from financial incentives to a peaceful way of life, you'll realize Montana is an excellent location for your business and your family. Governor Schweitzer's Economic Development Office is ready to put your business on the map, here, where Montana means business.

State Incentives: Workforce Training Grants ★ Infrastructure Assistance ★ Low Interest Financing

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★ Relocation Assistance ★ Tax Credits ★ Technical Assistance ★ **Brian Schweitzer, Governor of Montana**



My wife and I love Montana's open spaces, mirrored in people's open attitudes. Our neighbors here are friendly, hard working, creative, and energetic. We can't imagine a better place to live and do business.

Robert R. Goodwin, Ph.D., President and COO, LigoCyte ★ Location: Bozeman, Montana ★ Company founded: 1998 ★ Number of

THE FRONTIERS OF TECHNOLOGY

Location is everything, and Montana offers an unmatched combination of natural and intellectual resources. We wanted to be in a city with a strong research university, full-service airport, and big mountains to play in. Montana is that rare state with excellent research assets, beautiful scenery, and a vibrant, entrepreneurial economy that ranks as the fifth fastest growing state economy over the last three years.

LigoCyte's breathtaking location gives the company unique recruiting power to attract world-class scientists and executives to participate in the company's success. Some of our best and brightest are the State's university alumni who continued their educations at Ivy League colleges, and they were eager to come back to Montana. Others have never been to Montana, but they've seen our mountains, rivers, and wildlife on television or in the

movies. They almost feel like they're cheating the system to be able to work at a high level in their field and live in such a beautiful landscape.

Montana's research assets are equally compelling. The Montana university system has over \$160 million in grants and contracts in its research pipeline, and there are a dozen bio-medical research organizations in Montana—a remarkable cluster for a state with fewer than a million people. Montana's University System boasts excellent research facilities and programs focused on life sciences, and their graduates provide a well-educated, ready-to-work talent pool. The Montana BioScience Alliance, TechRanch, MonTEC, and others serve as economic incubators for the bioscience industry, promoting opportunities for networking, recruitment, workforce training and education, and infrastructure development.

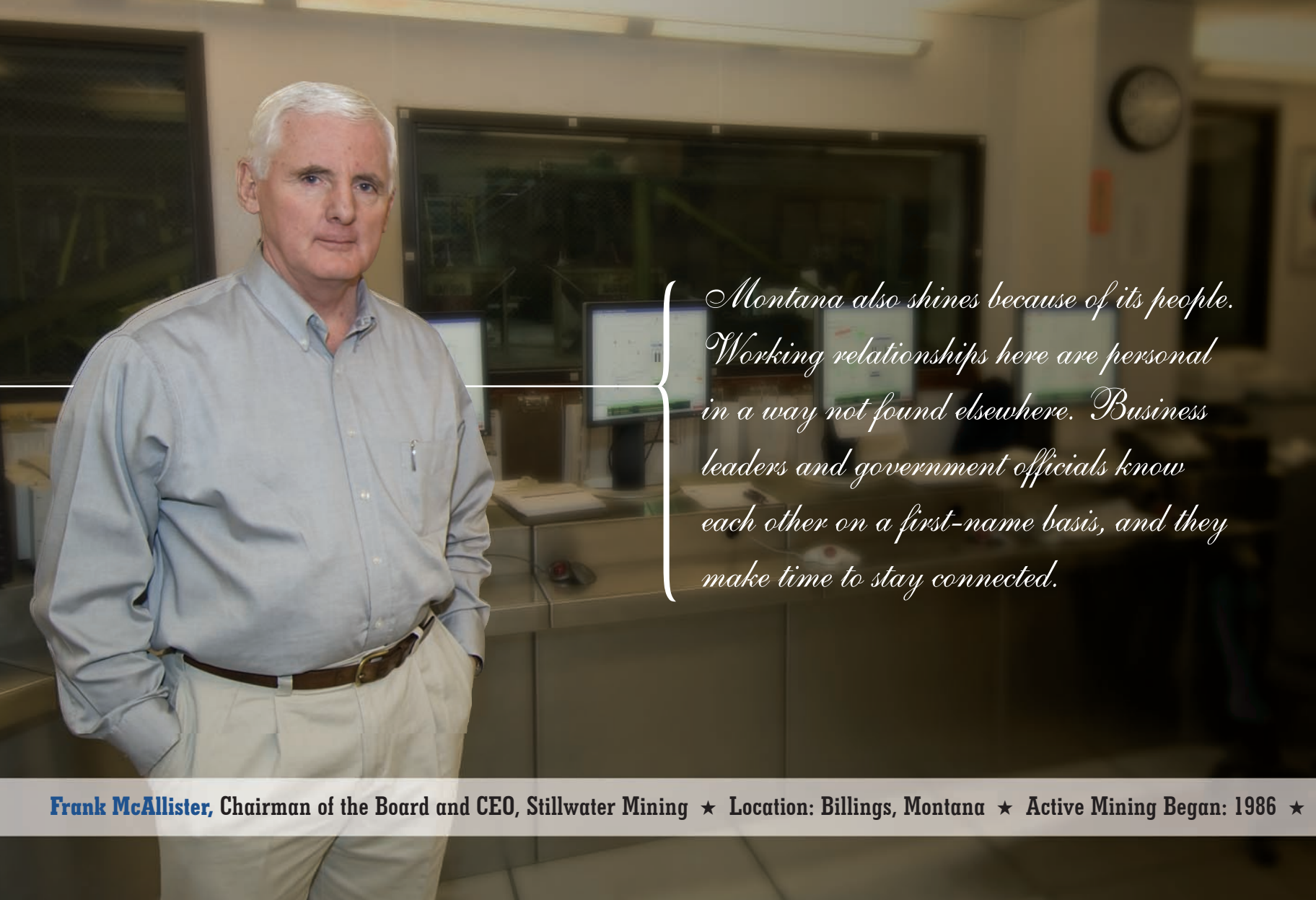
The Montana university system annually receives over \$160 million in grants and contracts.

Aerospace, Communications and Software Development, and Life Sciences are just some of the technology sectors you'll find thriving in Montana!

Montana Ranks 14th in the Nation's top 25 Digital States according to the Center for Digital Government's 2004 report.



employees: 48 ★ Grants & Contracts: \$35 million ★ Products/services: Drug treatments and vaccine; biodefense; cellular immunology.



Montana also shines because of its people. Working relationships here are personal in a way not found elsewhere. Business leaders and government officials know each other on a first-name basis, and they make time to stay connected.

Frank McAllister, Chairman of the Board and CEO, Stillwater Mining ★ Location: Billings, Montana ★ Active Mining Began: 1986 ★

BOUNDLESS RESOURCES

Montana's drawing power is unique—our products appeal to consumers in part thanks to the Montana mystique. Here at Stillwater Mining, we've seen that in the use of our palladium and platinum for fine jewelry. A New York jeweler now features the "Stillwater Collection" using palladium from Montana.

We're the only producer of platinum and palladium in the United States, operating two mines in one of the world's richest deposit of platinum group metals.

Montana also shines because of its people. Working relationships here are personal in a way not found elsewhere. Business leaders and government officials know each other on a first-name basis, and they make time to stay connected. In Montana, the movers and shakers know how to make good things happen.

Of course, a big part of our success is due to working collaboratively with other interests in the community. We found common ground with environmental and economic interests here and were able to develop the Stillwater Good Neighbors Agreement, which promotes responsibility among all the stakeholders.

I think that willingness to work together and meet each other's needs serves us well here at home and across our markets, from London to New York, Tokyo, and Shanghai.

Montana ranks among the top 5 states in the nation in wind energy potential.



Montana has available agricultural resources prime for low emission renewable biofuels.

Montana coal deposits comprise a third of all recoverable US coal reserves.

Number of employees: 1,617 ★ Revenues: \$507.5 million ★ Products/services: Extraction, processing, refining, and recycling minerals.



When customers find our website and call in, they often ask where we're located. When I say "Montana," they invariably tell me how lucky I am. With a smile in my voice, I say, "I know—I'm living your dream."

Andrew Field, Founder and President, PrintingForLess.com ★ Location: Livingston, Montana ★ Company founded: 1996 ★

ROOM FOR GROWTH

I moved here from the Minneapolis area because Montana offers clean air, safe communities, and friendly, educated, down-to-earth people. Our employees are happy living here. We fish, float the rivers, hike in the mountains, and ski. It's a beautiful place to live, and that helps us create a fun, rewarding and productive work environment.

We started out in 1996 with six employees running a conventional print shop, serving southwest Montana. Three years later, we developed a Web site to take orders from anywhere in the world. The idea was simple—make it easy and affordable for small businesses to buy color printing services online.

Today we have 125 people on the payroll and we sell more color printing online than any other commercial printer in the United States. In just six years, our annual sales went from \$600,000 to \$20

million. We have a new 46,000 square foot building (that the State of Montana helped to finance), and the design allows for easy expansion. We may have to take advantage of that sooner than we ever thought possible.

Montana's quality customer service is what really makes our online approach work. Montana offers a highly motivated and well-educated workforce. Repeat customers account for 70 percent of our business—a genuine testament to the good people who work here.



Montana is the fourth largest state in the union. With over 145,000 square miles and a population of more than 920,000, there's a lot of elbowroom here—and a lot of room to play and to build.

Montana ranks among the top 15 states where people would most like to live (The Harris Poll – August 2005).

Workforce training grants, low-interest loans (as low as 2%), tax credits, technical assistance and more are available to help businesses grow and expand.

Number of employees: 125 ★ Revenues: \$20 million ★ Products/services: Affordable, high-quality, full-color printing.



*In today's business climate,
Montana is refreshingly friendly —
small business friendly, and family
friendly. It's a great place to nurture
a business and raise your children.*

Larry Hall, President and General Manager, S&K Electronics ★ Location: Ronan, Montana ★ Company founded: 1984 ★

A READY WORK FORCE

S&K Electronics is tribally owned, so our values and work ethic are rooted in a long tradition of excellence, attention to detail, and craftsmanship. Those same values are a common theme throughout Montana. This is a place where people still take pride in working an honest day and delivering the highest quality products and services at competitive prices.

The Montana workforce offers other competitive advantages as well. People here are well educated, motivated, and eager to work. Coupled with low capital and operational costs, this makes Montana a highly cost-effective place to do business.

And thanks to 21st century telecommunications, freight infrastructure, and the internet, we're very well connected to outside markets and suppliers. Our clients include government and industry from

coast to coast, and our market is rapidly going from national to global. With that kind of reach, it's good to be rooted in a strong community, where your co-workers are also next-door neighbors and partners in community development. We add value to the local economy, and in turn, the community and other businesses welcome and support our growth.

Those same community values help provide a safe and stimulating environment for kids. Even Montana's biggest cities have a small-town charm and friendliness, and the state boasts good schools, outstanding recreational opportunities, and a wide range of arts and culture. We can't imagine a better place to live and do business.

Workforce training dollars are available for the specially tailored training you may need.

Two or four-year institutions are located in each of Montana's major employment and trade centers

Montana ranks second best in the nation for the percentage of its population that has graduated from high school, while over 24% of the 25-and-older population possesses a bachelor's degree.



Montana's engineering and business school graduates are heavily recruited for their top-rated skill sets.

Number of employees: 108 ★ Revenues: \$12 million ★ Products/services: Electronics Manufacturing Services.



*Let's face it—business is about trust,
about delivering on your promises.
For Montanans, that's second
nature, as certain as sunrise.
Because we all do business on the
same long Main Street.*

Shirley Beck, Owner, Sweet Palace – Sapphire Gallery – Copper Cauldron ★ Location: Philipsburg, Montana ★ Company

THE "LAST BEST PLACE" TO LIVE

There's an old saying here that Montana is a small town with a long Main Street, and that's still true today. People know each other not just as their job descriptions but as whole, complete persons, and our concerns and opportunities are always mutual—we're all in this together. There's great strength in that sense of community and cooperation.

For example, when we talk about "local" markets we include everything from Spokane to the Dakotas. And those communities reciprocate. A few years ago, we walked into the Spokesman Review newspaper office in Spokane, announced that we were from Philipsburg, and asked about running an ad. The receptionist shouted over the cubicles, "Who's doing local advertising today?"

The beauty of that mindset is that once people get to know us, they become our best ambassadors, bringing us more business and spreading the word about our products and services. That response shows that people really appreciate how we do business in Montana—we're straight-forward and honest, hardworking and self-reliant. People look each other in the eye here, they lean into the conversation because they're genuinely interested in their friends and neighbors, and they know that when we work together, we can accomplish whatever we dream.

That kind of straight-shooting enthusiasm is contagious, and it's a serious asset.

In Montana, the median price for a home is \$99,500, which is 84.3% of the national average.

Our sky-scraping mountains lend themselves to some fantastic ski slopes, and our more than 9,000 rivers, streams, spring creeks, lakes and reservoirs make for the perfect playground.

Montana has a wide variety of museums, sporting events, arts, theater, and other cultural attractions that help make us the "Last Best Place."



founded: 1992 ★ Number of employees: 23 ★ Revenues: \$35 million ★ Products/services: homemade candy, premium jewelry.



Why are so many companies choosing to locate in Montana?

Our high-tech infrastructure, abundant resources, room for expansion, available and trained workforce, and lifestyle advantages add up to big opportunities for you and your business.

As you can see, there are plenty of advantages to doing business in Montana. Whether you're starting a new venture or looking to move an existing business, we have what you need. Come explore the many possibilities under the Big Sky.

Financial Incentives ★ Business Advantages ★ Quality of Life ★ Open Spaces



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